N Kunc

N

RETAIL ACCOUNT SHARE OF CATEGORY FORM

Account Name: AMERADA HESS CORP.
Address(City & State): WOODBRIDGE, NJ
SIS/CHAIN ID #: 0353XXXX

OF STORES: 474
OF WEEKS: 26
DIVISION #: 1240

Listed below are your AIM sales for the time period from 12/30/96 through 06/29/97 for all brands with a list price of $9.68 or below.

SAVINGS BRANDS ONLY

	Cartons Purchased	SOC
R.J.Reynolds		
Doral	75,265	
Magna	1,397	
Monarch	12,435	
Sterling	480	
Best Value	33	
Forsyth Private Label		
Brand Name - SIGNATURE	~~111,438~~ 115,740	
-		
-		
Other***	869	
Total R.J. Reynolds	~~201,867~~ 206,167	~~49%~~ 50.
Total Philip Morris	108,332	26%
Total Lorillard	13,284	3%
Total BAT	82,566	20%
Total Liggett	851	
Other Manufacturers***	3,221	1%
GRAND TOTAL OF ALL MANUFACTURERS:	410,261	100%
	+ 4302.	
PLEASE PROVIDE BACKUP FOR ANY ADJUSTMENTS MADE TO ANY OF THE ABOVE NUMBERS.		414,563

PLEASE CIRCLE RESPONSES!!!

Minimum Level II Merchandising Partner? (Yes) / No
Minimum Level III Merchandising Accrual Partner? (Yes) / NO
****Must be yes for both to qualify for Doral Payment****

	CARTONS		RATE		PAYMENT	
DORAL	75,265	X	~~0.00~~ 0.35	= $	~~0.00~~	26,342.7
Forsyth	111,438	X	0.00	= $	0.00	
TOTAL PAYMENT					$26,342.75	0.00

I certify that the above information is an accurate summary of all products purchased in the low price category, as defined by Forsyth Tobacco Products, an unincorporated division of R.J.Reynolds Tobacco Company.

Account Manager NAME(PLEASE PRINT)

X

Account Manager Approval AE Date 8/14/97

51846 4140

Source: https://www.industrydocuments.ucsf.edu/docs/kzky0000